



First Look at Aetna's 2017 Individual Medicare Advantage and Part D Product Offerings





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WHAT DOES THIS MEAN?

- You can't share this First Look document with beneficiaries.
- You can't post it on any public websites.
- You can't discuss any information in this document (i.e., 2017 plans or benefits) with beneficiaries until on or after 10/1.
- Information in this document is subject to change until fully approved by CMS.

THANKS FOR YOUR COOPERATION AND COMPLIANCE WITH THIS GUIDANCE.



Now that Aetna and Coventry Health Care have come together as one team, our Individual Medicare Advantage product offering is stronger than ever!

- Aetna Medicare Advantage plans (MA, MAPD) are available in 38 states plus D.C., and our standalone Medicare prescription drug plans (PDP) are in all 50 states.
- We have expanded products to 134 counties, 102 of them will have \$0 premium plans.*
- We have more \$0 premium plans than ever before – 656 out of 863 counties will have \$0 premium plan options.
- Coverage for a free membership to a fitness facility is included for most plans.



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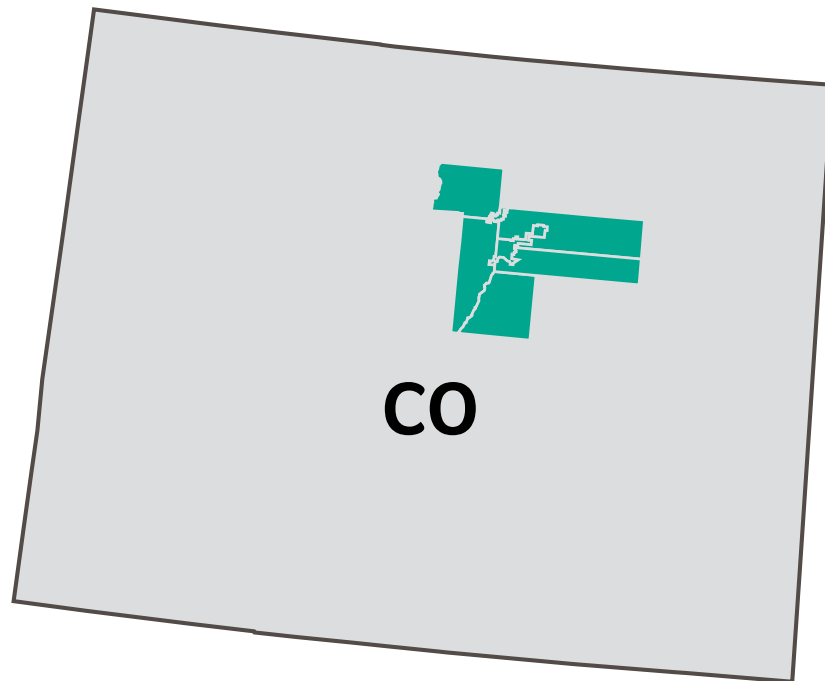
Medicare Advantage Plans
An Aetna Company

Colorado

[Return to table of contents >](#)

[Return to QuickFind Map](#)

Colorado Market



Number of Medicare eligibles*

CO Denver	423,147
Total	423,147

Service Area:

CO: Adams, Arapahoe, Boulder, Broomfield, Denver, Douglas, Jefferson

*MA State/County Penetration – May 2016, CMS.gov

Plan designs and service areas described in this document are pending government approval and are therefore subject to change. For producer use only. Confidential and Proprietary. Distribution to consumers, other insurers, or any other person or company is strictly prohibited and may be grounds for termination of your agreement with Aetna.

Colorado Market

Market Highlights

CO:

HMO

- \$0 premium/\$15 PCP/\$15 lab
- Preferred/Standard copays apply for Tiers 1 and 2 during the coverage gap
- 90-day supply for 2x copay for Tier 1 generic at preferred pharmacies including mail order
- Option to add supplemental benefits, including eyewear, hearing aids and dental for a low monthly premium
- 5-tier formulary with preferred mail order option
- No-cost membership to an in-network fitness facility via Silver&Fit

Value Proposition

The Colorado portfolio of HMO and PPO products has been carefully designed to compete with other carriers in the service area while utilizing a high-value network.

Our strategy is to promote health and wellness while focusing on a benefit design that empowers members to take control of their health care.

PPO

- \$63 monthly premium

Premium provides:

- Preferred/Standard copays apply for Tiers 1 and 2 during the coverage gap
- \$500 reimbursement allowance for hearing aids
- \$150 reimbursement allowance for eyewear
- \$1000 combined reimbursement allowance for preventive and comprehensive dental
- 5-tier formulary with preferred mail order option
- \$0 copay for 90-day supply of Tier 1 Rx at preferred pharmacies including mail order
- No-cost membership to an in-network fitness facility via Silver&Fit

Strong Network

CO:

- Strong provider relationships
- Centura Health, CHN, Denver Health and BVIPA

[Return to QuickFind Map](#)

Colorado Market

Colorado / Adams, Arapahoe, Boulder, Broomfield, Denver, Douglas, Jefferson

	Aetna Medicare Prime Plan (HMO) (H3931-093) ★★★★	Aetna Medicare Prime Plan (PPO) (H5521-057) ★★★★☆
Why You Should Sell This Plan	\$0 plan premium, \$15 PCP copay, \$15 lab, \$2 copay on Tier 1 preferred generics, 5-tier formulary with Tiers 1 and 2 Rx coverage during the gap, a preferred mail order option, Aetna stability with HVN provider collaboration	\$5 PCP copay, \$2 copay on Tier 1 preferred generics, 5-tier formulary with Tiers 1 and 2 Rx coverage during the gap, a preferred mail order option, allowances for dental, eyewear and hearing aids, Aetna stability with HVN provider collaboration
Monthly Premium	\$0	\$63
PCP In-Network	\$15	\$5
Specialist In-Network	\$50	\$35
Inpatient Hospital In-Network	\$360 per day, days 1-5; \$0 per day, days 6-90	\$250 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$6,700 In-Network	\$6,700 In-Network/\$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay	\$2/\$10 copay
Tier 2 - Generic	\$5/\$20 copay	\$5/\$20 copay
Tier 3 - Preferred Brand	\$47 copay	\$47 copay
Tier 4 - Non-Preferred Drug	\$100 copay	\$100 copay
Tier 5 - Specialty	25% coinsurance	33% coinsurance